

Message Text

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ORIGIN COME-00

INFO OCT-01 ARA-14 ISO-00 EB-08 /023 R

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COM/OIM/JBLOW (INFO)

-----109411 231842Z /50

R 231720Z JAN 78
FM SECSTATE WASHDC
TO AMCONSUL SAO PAULO
INFO AMEMBASSY BRASILIA

UNCLAS STATE 017402

E.O. 11652: N/A

TAGS: BENC, BR

SUBJECT: MAJOR PROJECT: SAO PAULO SEWERAGE

1. PIRINI CONSTRUCTION CORP. CONTACTED COMMERCE/MEPD TO EXPRESS INTEREST IN SUBJECT PROJECT, WHICH IS EXPECTED TO BE FUNDED IN PART BY THE WORLD BANK. TOTAL PROJECT COSTS EXPECTED TO TOP FOUR BILLION DOLLARS. IN DISCUSSION WITH IBRD, MEPD LEARNED THAT PERSON IN CHARGE OF PROJECT IS: WALTER J. TONIOLLO, SABESP (CAMPAHIA DE SANEAMENTO BASICO DE ESTADO DE SAO PAULO), RUA COSTA CARVALHO, 300, PINHEIROS - CEP 05429, SAO PAULO. PROJECT CONSULTANT IS BRAZILIAN FIRM, HYDROSERVICE. IBRD LOAN OF APPROXIMATELY 110 MILLION WOULD ONLY COVER EQUIPMENT PURCHASES; HOWEVER, SABESP HAS INDICATED INTENTION TO OPEN CONSTRUCTION CONTRACTS, AS WELL AS EQUIPMENT, TO INTERNATIONAL TENDER. CONSTRUCTION PORTION WOULD INCLUDE BUILDING OF THREE SECONDARY TREATMENT PLANTS, LAYING OF
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INTERCEPTORS AND INSTALLATION OF COLLECTORS AND HOUSE CONNECTIONS.

2. IBRD CONTACTS WERE PESSIMISTIC ABOUT PROSPECTS FOR INTERNATIONAL FIRMS TO COMPETE EFFECTIVELY WITH LOCAL BRAZILIAN CONTRACTORS AND SUPPLIERS ON MOST TENDERS.

PERINI FULLY AWARE THIS PROBLEM AND IS CONSIDERING
PURSUING PROJECT IN COOPERATION WITH LARGE BRAZILIAN
CONSTRUCTION FIRM WHICH WOULD TAKE LEAD ROLE. FIRM
ALREADY TALKING TO POTENTIAL PARTNERS. WOULD APPRECIATE
EMBASSY REMAIN ALERT TO DEVELOPMENTS THIS PROJECT,
PARTICULARLY INDICATIONS OF EXPECTED TIMING OF TENDERS,
EXPECTED COMPETITORS, AND PORTIONS WHERE U.S. GOODS OR
SERVICES WOULD BE MOST COMPETITIVE. VANCE

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Message Attributes

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Capture Date: 01 jan 1994
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Draft Date: 23 jan 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: n/a
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Disposition Date: 01 jan 1960
Disposition Event:
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From: STATE
Handling Restrictions: n/a
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Legacy Key: link1978/newtext/t19780133/aaaabbsk.tel
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Secure: OPEN
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Subject: MAJOR PROJECT: SAO PAULO SEWERAGE
TAGS: BENC, BR
To: SAO PAULO
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